

TECHNICAL PROPOSAL

Offerors will be evaluated on their responses to the following questions designed to be the **minimal** response required for this Request for Proposal (RFP). Offerors are encouraged to submit additional documents, information, drawings or other material that will demonstrate their capacity to meet the requirements and fulfill the tasks required in this RFP.

1. Why did you reply to this RFP?
2. What is the name and location (full address) of your company? Include business license numbers and contact information for phone and email.
3. What is the address(es) of your receiving locations for recycling materials?

Distance from I-66 Transfer Station (address: 4618 West Ox Road, Fairfax, VA 22030) _____ miles

Distance from I-95 Landfill (address: 9850 Furnace Road, Lorton, VA 22079) _____ miles

Distance from Newington Collection (address: 6901 Allen Park Road, Lorton, VA 22079) _____ miles
4. How long has your company been in the recycling business?
5. List any licenses, permits, or certificates required for your business to accept recycling materials?
6. Are you a current vendor with Fairfax County?
7. What are your expectations of the work, if you are awarded a contract?
8. What is your recycling business model?
9. List the key personnel who will work with Fairfax County and provide their recycling experience.
10. Describe the process for delivering recycling materials to your location(s), including hours of operation.
11. Describe the daily limits or restrictions as to how much material Fairfax County can bring to your facility?

TECHNICAL PROPOSAL

12. Briefly describe any issues, concerns or problems that can be anticipated in fulfilling the service requested by Fairfax County. Also, offer suggestions or ideas for how you and/or the County can address them together.

13. Describe how material leaving your location is recycled. What percentage is recycled? _____

14. What recycling materials do you propose to accept from Fairfax County (check all that apply)?

Material	Receiving Location	Where Materials are Recycled
Sorted Office Paper (SOP)		
Cardboard		
Mixed Paper		
Newsprint		
Metal food cans		
Plastic bottles and containers		
Aluminum cans		
Glass		

Single stream		
Other (please list)		

15. Describe the equipment you operate at the proposed location to receive recycling from one of Fairfax County's sites.

16. Describe your current capacity of receiving recycled goods and how would adding the County recycled goods be handled to your current capacity.

17. Describe your capacity to expand services if the county recycling program expands and additional amounts of recycling are delivered.

TECHNICAL PROPOSAL

18. What are your contamination limits and what conditions would a load of recycling be rejected?
19. Describe any contracts you have with local jurisdictions (within 100 miles of Fairfax County).
20. Demonstrate your financial strength and stability including the company's ability to pay money owed to Fairfax County.
21. Describe what quality or business strategy separates your company from your competition, i.e. why should we select your company.
22. Discuss anything else you would like that demonstrate your company's ability to perform under this contract.
23. Describe the innovative methods to receive, process and recycle the materials including glass.
24. Include 3 references where you have provided exact/similar services as requested here. Include the name of the reference, company name, address, phone number, and briefly describe the nature of the service provided. (Note: References must be within the past 10 years and services provided to Fairfax County can be used only as one reference.)

Company Name/ Contact Person Name	Phone Number	Dates Work Performed	Description of Work/ Services Provided

Business Proposal

1. Ensure that the business proposal, at a minimum, addresses the cost to process or revenue received for the items you propose to accept.

Item No.	Item Description	Market/Index Price Source	Qty	UOM	Cost or Revenue
1	Mixed Paper		1	TON	Cost: \$ _____
					Revenue: \$ _____
2	Cardboard		1	TON	Cost: \$ _____
					Revenue: \$ _____
3	Sorted Office Paper (SOP)		1	TON	Cost: \$ _____
					Revenue: \$ _____
4	Single Stream Collection with Glass		1	TON	Cost: \$ _____
					Revenue: \$ _____
5	Single Stream Collection without Glass		1	TON	Cost: \$ _____
					Revenue: \$ _____
6	Newsprint		1	TON	Cost: \$ _____
					Revenue: \$ _____
7.	Metal food cans		1	TON	Cost: \$ _____
					Revenue: \$ _____
8	Plastic Bottles and containers		1	TON	Cost: \$ _____
					Revenue: \$ _____

Business Proposal

9	Aluminum cans		1	TON	Cost: \$_____
					Revenue: \$_____
10	Glass		1	TON	Cost: \$_____
					Revenue: \$_____
Other					
					Cost: \$_____
					Revenue: \$_____
					Cost: \$_____
					Revenue: \$_____
					Cost: \$_____
					Revenue: \$_____
					Cost: \$_____
					Revenue: \$_____
					Cost: \$_____
					Revenue: \$_____
					Cost: \$_____
					Revenue: \$_____

Business Proposal

2. Considerations in pricing:
- A. It is assumed these prices are for materials delivered to the vendor. If the price is based upon collection from County sites or other process, the Contractor must explain fully how the cost/revenue was derived.
 - B. Include pricing/cost for other materials accepted by the vendor under this contract.
 - C. Include a market index or source of the variable price for processing or revenue received for each material. Explain how pricing would change relative to the market index.
 - D. Ensure that all of the offeror's costs are included in the prices above because Fairfax County does not expect to pay for any costs not shown and justified in this Business Proposal.
 - E. Include any innovative pricing plans that will help the County receive funding to pay for its recycling programs.
 - F. Revenue proposals will be evaluated higher than a proposal that costs the county to process its recycling materials.